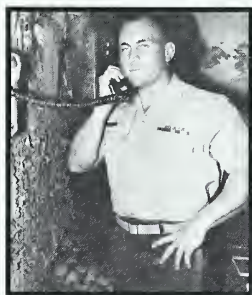


Dixie Digest

Atlanta, Ga. September 1991



RSS COMMAND BUNKER



Front Cover
COMMAND BUNKER--Sgt. Kevin Nickmeyer wrote 4 contracts in August from his "Command Bunker" in Orange Park, Fla.. He says the office -bunker motivates prospects to look at the Marine Corps differently than the other services (USMC photo by Sgt. Tim Shearer)



Back Cover
TEAM WORK--Sgt. Tony Reed, RS Macon and SSgt. Kenneth M. Dvorak, 6th MCD HQ, team up for the new school year. (USMC photo by Sgt. Kelley S. Hughes)

Headquarters, 6th Marine Corps District

Commanding Officer: Col. James T. Luken, Jr.
Executive Officer: Col. T.P. Finnerty
Sergeant Major: SgtMaj. M.J. Haddock

Public Affairs / Recruitment Advertising

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RS Fort Lauderdale: Cpl. Edward Rivera
RS Jacksonville: Sgt. Tim Shearer
RS Macon: Cpl. Timothy D. Seelbach, Sr.
RS Montgomery: Sgt. Leah Gonzalez
RS Nashville: Sgt. J.C. Saris, Jr.
RS Raleigh: SSgt. Alfred Biggs
RS Orlando: SSgt. Rudy Hernandez

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The Few,

The Proud,

The Marines!



CO's Corner

Clearly, this is a time to say thanks to the recruiters of the 6th Marine Corps District. You led the nation in virtually every important, measurable area last month. The Pacesetters achieved the leading APR, the highest percentage of the Commandant's mission attained, and achieved an incredible 93% net I-IIIAs contracted.

In an era of declining end strength for the Corps and the entire military establishment, we need to recruit only the highest caliber, quality young people available. The emphasis on the "whole Marine concept" was never more appropriate than it is today. Great job Marines!

I'd like to recognize some special efforts. With low end-of-year quotas and a chance to upgrade our pools, some RSS's clearly are already in leadership roles.

GySgt. Cook and his Marines at RSS Ft. Myers led RS Ft. Lauderdale with 15 net quality contracts on a mission of eight with only two pool discharges needed to align his pool (see page 6). SSgt. Latimer recently took over RSS Columbus and doubled his mission requirement to lead RS Montgomery. The Montgomery "Stallions" had a tremendous month with RSS Vestavia and RSS Greenville easily exceeding mis-

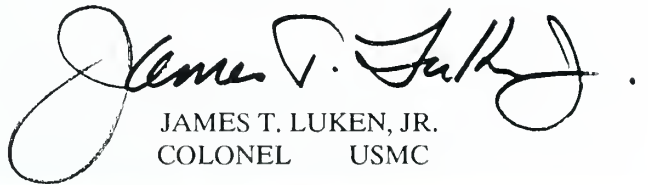


"Recruit with honor."

sion, as well as logging zero pool discharges. GySgt. Stephens of RSS Sanford led RS Orlando with eight contracts on a mission of three and had no pool discharges. MSgt. McElyea of RSS Jacksonville blew the socks off mission to lead RS Raleigh with 14 net quality contracts on a mission of six!

The above Marines and their RSS's stood out among all those who contributed to a great team effort. Locate the best morally, physically and academically. And always--

Recruit with honor,



JAMES T. LUKEN, JR.
COLONEL USMC

NATIONAL HISPANIC HERITAGE MONTH

September 15 - October 15 1991

"Five hundred years of Hispanic heritage...a cultural experience. The military history of Hispanics contains a full scope of duty and dedication. In the tradition of defending this country, Hispanics have done so with honor, pride, and courage. Hispanic experience and contribution combine into a dynamic mosaic, making the total American picture a more vibrant and richer composition." ALMAR 233/91

HONOR GRAD--
LCpl. Ronald Carver II stands proudly with his father Ronald Carver, his recruiter, Sgt. Sumner and his mother Mary Carver.



What it Takes to Be Honor Grad

Story and photo by SSgt. Alfred E. Biggs
PAANCO, RS Raleigh

Ronald L. Carver II, completed Marine Corps recruit training August 30 and was chosen the Company Honor Graduate. He was selected among 492 recruits from "C" Co., 1stRTBn. He also received a promotion to lance corporal.

Carver was recruited by Sgt. Robert D. Sumner, RSS Asheville, N.C. This was the second honor graduate for Sgt. Sumner in five weeks.

According to GySgt. Sergio A. Gallardo, Chief Drill Instructor for "C" Co., the company honor graduate is chosen based upon his conduct and performance during training as well as how he conducts himself during interviews with the series commander and the company commander. This includes academic performance during various tests that are administered throughout the training cycle of about three months.

"Each platoon selects an honor grad," GySgt. Gallardo explains. "This recruit is then put up against the other honor men chosen from his series. One of these recruits is picked to represent the series at the company level."

Each series then sends their representative to be interviewed by the company commander. The company commander reviews their training records and asks the potential company representative questions ranging from subjects taught in training to personal questions. "Based on their answers, their attitudes, conduct and performance in training and during the interview, one is chosen," said Gallardo.

LCpl. Carver said he joined the Marine Corps with the encouragement of his "Marine Family." His father was at Parris Island in 1969, and his grandfather retired from the Corps after 28 years.

Carver's father is now a Captain in the Asheville, N.C. police department where he heads the Criminal Investigations Division. While attending the graduation ceremony at Parris Island, he reminisced. At the age of 17, he, like his son, was at Parris Island. "I'm totally impressed by what Ron has done," said Ronald Carver. "I always knew he could do it if he put his mind to it."

"This has been the hardest and the best thing that could happen in my life," Carver said after graduation. "I learned more in three months than I had in 17 years. The most important thing, though, is that I have learned to discipline myself and to rely on myself."

Hearing it Straight From the Top

Story and photo by
Sgt. Leah M. Gonzalez
PAANCO, RS Montgomery

“We can’t forget that being an NCOIC and recruiter is the most important job in the whole operation--they are the ones out there making it happen.”

This is what keeps Master Sergeant Charles DeLoach focused on his job as the Recruiter Instructor for RS Montgomery. “I’ve run into some people who lose sight of that fact. People and their programs are not the number one mission in recruiting.”

The former Operations Chief for CG, Western Recruiting Region joined the RS in August of 1990, but not for the first time. “Top D” has worked in the 6th Marine Corps District for a number of years serving as a recruiter, NCOIC, and member of the Contact Team.

In the recruiting business since 1978, the Laurel, Miss. native says that as the RI, he tries to keep the delicate balance of a go-between for the commanding officer and NCOICs. “I have to be the guy in the middle that can straddle both sides of the fence. I try to accomplish this through a lot of field visits, phone calls, conferences and training,” said DeLoach.

Enhancing training for the NCOICs and recruiters is



a primary goal for DeLoach, with emphasis on the NCOICs. “I want them to be able to train their recruiters effectively,” said DeLoach. “The areas I’m working on with them now is how to become better planners and time managers.”

Through this training, DeLoach hopes to accomplish his ultimate goal, which is to ensure that all recruiters have a successful tour. “It may not be realistic, but that’s the ultimate goal,” said DeLoach.

Having been married to Vivian for 18 years and the father of two children, DeLoach knows the importance of family support in the recruiting business. “I feel that family oriented functions are important since we don’t have a Family Service Center and Moral, Welfare and Recreation supporting arms that most bases do.”

“I like the feeling of being able to help someone make a successful career,” MSgt. DeLoach, RS Montgomery Recruiter Instructor.

His concern for the individual recruiter’s welfare and success is obvious to all who observe DeLoach. “He’s more than a trainer,” said Major J.E. Connick, RS Montgomery’s Commanding Officer. “MSgt. DeLoach takes a Marine’s desire for success as his personal responsibility and goes above and beyond to ensure everyone works to their potential.”

“I believe his inspirational guidance and presence to be one of the primary reasons for the success we enjoy here,” said Connick.

However, DeLoach takes a lighter look at himself, “I like the feeling of being able to help someone make a successful career...I like dealing with people, and to me, there’s nowhere else that you can get such a challenge.”

Happy Birthday RS Ft. Lauderdale

Story and photo by Cpl. Edward Rivera
PAANCO, RS Ft. Lauderdale

As Fiscal Year 1991 comes to a close, one of the Corps' newest recruiting stations prepares for its second operational year, after a very successful start.

With the help of BGen. Gary E. Brown, formerly Director of Manpower and Personnel Procurement Division, HQMC and Col. James T. Luken, Jr., the 6th Marine Corps District's Commanding Officer, RS Fort Lauderdale was opened October 3, 1990. According to BGen. Brown, south Florida had a great recruiting climate, and he wasn't referring to the weather.

"The combination of professional recruiters, an abundance of quality male applicants and a very supportive community is what makes up RS Fort Lauderdale's climate," said BGen. Brown.



FIREMAN'S CARRY--More than 400 future Marines participated in RS Fort Lauderdale's first hosted field meet.

But, the way to RS Fort Lauderdale's success was paved long before the ribbon cutting ceremony. According to Col. Luken, the planning for the RS was done similar to that of an amphibious operation.

"We had a huge amount of prep time, so when it came time to carry out the plan, it was executed simply and without a hitch," said Luken. "Once operational, the station functioned as if it was a veteran recruiting station."

Throughout the year, Station Marines have been put through an extensive training program in order to contend with their ever changing market.

"Today, most of our recruiters have a good level of experience," said MGySgt. H. D. Dasinger, the Station's Recruiter Instructor. "Seventy-five percent of our recruiters have passed the initial learning stages and possess a mid-tour education."

One of the major indicators of success is internal development, according to Col. Luken.

"NCOIC's like MSgt. David L. Butler, NCOIC of RSS Fort Pierce and GySgt. Gary M. Cook, NCOIC of RSS Fort Myers, who have risen to the surface and developed from within, are a sign that there is gold in South Florida," explained Col. Luken.

But outstanding recruiting can't accomplish the mission by itself. The quality applicant must be reached and then made an integral part of the delayed entry program. Between RS SgtMaj. Walter C. Johnson and the RS Pool Coordinator, GySgt. Kris E. George, the quality enlistments and quality control of the pool has been maintained.

As RS Fort Lauderdale gears up for the 1992 recruiting season, the past years' knowledge and gained experience will be used by the RS team to maintain success.

"We enjoyed a very successful first year due to the determined efforts of our NCOICs, recruiters, command group and support personnel," said Maj. Michael E. Clark, RS Fort Lauderdale's Commanding Officer. "A team effort is needed for consistent success, and I believe we have one of the best teams around."



Dunlapp, Recon in Vietnam



Dunlapp, Master of Fitness Graduate



Dunlapp, Career Recruiter

Once a Marine, Always a Marine

By SSgt. Rudy Hernandez
PAANCO, RS Orlando

Recruiting Station

Orlando, Fla. bids farewell to a Marine who has spent 17 out of his 23 year career on recruiting duty.

MGySgt. Jerome D. Dunlapp retired last month. "He takes a wealth of knowledge and bagful of enthusiasm," the recruiters say.

Although he spent almost two decades in procurement, he paid his dues in his MOS as a Reconnaissance Marine. He served 18 months in Vietnam in the I Corps area and though he had experienced what many had--losing a friend--he remembers one of the funniest experiences in his career.

"We were on a gunboat moving along a waterway and a fellow Marine and I were underwater just ahead of the boat looking for mines," said Dunlapp. "All of a sudden we heard machine-gun fire

ripping through the water around us. We spun this way and that way, trying to avoid getting shot. When the firing stopped, we went ahead to see what was going on. We found out that the gunner was trying to shoot an eel. At the time I was mad as heck. Now it cracks me up!"

Dunlapp graduated from the first class of the Physical Training Academy and in 1973 he was physically recognized as a Master of Fitness. The academy required its students to run 20 miles under 2 1/2 hours, swim one mile in less than 32 minutes, walk 60 feet on your hands and bench press 1 1/2 times your body weight, according to Dunlapp. After graduation, Dunlapp became the aquatic instructor there.

Once on recruiting duty, he found his calling, said Dunlapp. Through his tenure, he recalls writing 21 contracts in one month, 20 of which were high school graduates (a "big deal then") and Dunlapp is quick to point out that none were

category IVs.

He has served as an NCOIC, Contact Team Leader and Recruiter Instructor. He literally wrote the book on Command Recruiting and co-wrote the Product Knowledge Book.

"My mission has always been to make recruiters successful. If a recruiter failed, I always asked myself; what didn't I do that prevented him from becoming successful. I have always preached that everything revolves around NCOICs and recruiters."

"He made some long term contributions to the 6th MCD and RS Orlando," said Maj. John D. McGuire, the Commanding Officer of RS Orlando.

"He had a lot to do with making this RS one of the most successful in the nation. He was dynamic and unselfish when it came to training recruiters," said McGuire.

The CO added, "He will be missed as an 8412, as a Marine, and as a friend."

Poolees Take Up the Challenge

Story and photos by
Sgt. Tim Shearer
PAANCO, RS Jacksonville

Marine Corps Recruiting Substations Jacksonville, Fla. and Valdosta, Ga. recently joined their pools of future Marines and gave them a taste of recruit training.

The gas chamber at Marine Barracks Cecil Field, Fla. was the backdrop for a Saturday morning exercise in motivation and Battle Skills training. "We brought the pool out here to show them that even though Marine training is hard, they can do it," said MSgt. Roy Palmer, NCOIC of RSS Jacksonville. "One of the most common topics a prospect talks about is recruit training, gas

chamber included. We showed them that it's not an unsurmountable obstacle."

The poolees were given instructions by Marines assigned to the Nuclear, Biological and Chemical team of Marine Aircraft Group-24 stationed at Naval Air Station Cecil Field.

Everything from donning and clearing the M-17A2 field protective mask to the effects of chemical agents was explained to the future Marines before they entered the gas-filled Quonset hut.

The most important part of this type of training is showing the future Marines that they can excel," said Palmer. "It also gives them confidence and something to talk about among their peers."

Going back to their friends can equate to contracts. "We look for the kind of people who would look at something like the gas chamber as a challenge," said Sgt. Kevin Nickmeyer, RSS Jacksonville recruiter. "We talk about how much fun the Marine Corps can be, and the motivating things they will do. This goes a step further, it's not just talk. It's a challenge they'll never forget."

The training unnerved a few of the poolees at first. "I expected the gas chamber to be really tough," said Steve Berry, a future Marine from Valdosta. "It made me feel more confident about boot camp. I now know that the training is really as professional as everyone says it will be."

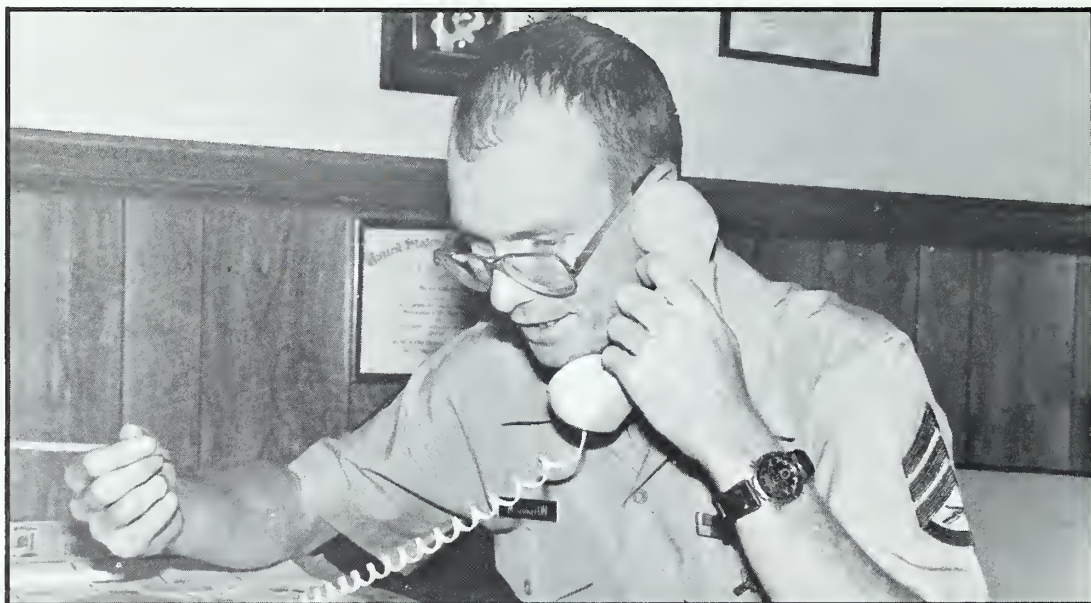




Bottom left--RS Jacksonville's SgtMaj. Glen R. Leckemby assists a poolee while inspecting the serviceability of the M17A2 mask carrier. Top right--Sgt. David T. Bengtsson, MAG-42, helps a poolee seal the valves of the M17A2 field protective mask. Bottom right--Poolees team up to enter the gas chamber.



**TELEPHONE
CANVASSING--**
*SSgt. Richard M.
McQuiston, RSS
Kennesaw, sched-
ules appointments
for the upcoming
week.*



RSS Kennesaw

Macon's "RSS IIIA"

Story and photo by
Cpl. Timothy D. Seelbach, Sr.
PAANCO, RS Macon

SSGt. Sergeant Ronald B. Watson, NCOIC of RSS Kennesaw, Ga. changed his station's name to RSS IIIA after an all "Alpha" month in June. Three months later, Watson's Marines have yet to write a Bravo.

"I have a new market with the new school year and with that comes more quality to work from," said Watson, who has closed out as early as the 15th of the month every month since June. "I don't have to write Bravos to make mission."

Watson said he plans on writing all Alphas as long as his recruiters can make their mission without writing a Bravo. Sergeant John T. Allan, one of Watson's Marines and RS Macon's Recruiter of the Year last year, is so confident in his ability to write all Alphas that he has referred all his Bravos to the Navy. As a result of this, Allan was named an honorary recruiter by the Com-

manding Officer of Naval Recruiting District, Atlanta.

SSgt. Watson anticipates shipping 90 percent of his pool due to high quality. RS Macon as a whole followed suite writing all Alphas in August.

"The decision to write all Alphas in August was made based on a study of past recruiting in August," said Major Thomas E. Gregory, RS Macon's Commanding Officer.

"Our gross mission this August was lower than the number of Alphas we wrote in the last two Augusts. We are not writing Bravos to obtain quality strength to get us through FMAM," explained Gregory.

Like SSgt. Watson, Major Gregory said the RS will continue to write the highest Alpha percentage possible given the current recruiting conditions.

There is not a finite number of people who join the Marine Corps," said Gregory. "We aren't worried about running out of Alphas and as the schools open, people will see that all the smart students are joining the Corps."

Murphy a Quality Recruiter for RS

Story and photo by Sgt. John C. Saris, Jr.
PAANCO, RS Nashville

As the Marine Corps continues to march toward higher quality in recruiting, Staff Sergeant Joseph Murphy of RSS Nashville is calling the "quality cadence."

"When I reported to Nashville, I didn't have a clear understanding of my mission," said SSgt. Murphy. "I thought that my job was to put anyone that could pass the screening process into the Marine Corps."

After his first fiscal year ended with a 69% I-IIIA, he turned to his (then) NCOIC Master Sergeant Charles Barber. Telling Murphy not to be afraid, MSgt. Barber reminded him not to be intimidated by "Alphas." Barber decided that since Murphy clearly demonstrated his abilities to recruit, he would try to steer him away from the "Bravo" market a little more. But Murphy had his own goal in mind.

"I decided after talking to my NCOIC that I was going to try to recruit 100% Alpha's for FY-91," said Murphy.

Now as we enter the final month of FY-91, Murphy is sitting with a 104%. Murphy believes that he relates well with the academic types that he recruits. Murphy graduated from high school with honors and within the top 10% of his class.

SSgt. Murphy has found that at least 30% of his pool are academic honor roll students; many of which are athletes.

"My pool keeps me motivated. They are not the type of students that I need to chase after to stay in touch. Actually, it's hard to keep them from constantly calling me. They are fully aware of the referral program and pursue it aggressively," said Murphy.

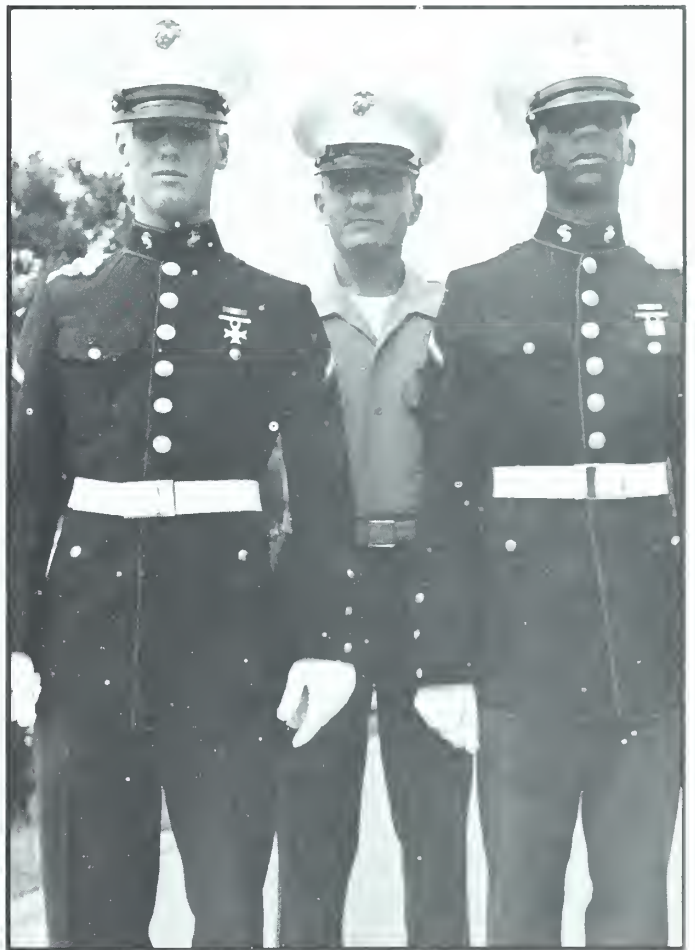
Murphy's quality is not limited to academia. "Murphy's quality goes beyond his recruits' ASVAB or ACT scores," said Master

Sergeant Edward Campbell, NCOIC of RSS Nashville.

"These young men and women are of great physical quality when it come to IST (Initial Strength Test) scores. They are also all Tier I grads," said Campbell.

Campbell also noted that Murphy has overcome two major moves to different PCSs (Permanent Contact Stations) within the RSS. Nevertheless, he bounces back into success, regardless of the obstacles.

Murphy believes his quality runs deeper than just his recruiting. "Even my wife is an Alpha," Murphy said with a grin.



ALPHA TRIO--SSgt. Joseph Murphy, RSS Nashville, takes time out to congratulate new Marines, Pfc. Steven Craig (left) and Pfc. Lorenza Stuart.

Contact Team Tips

Shaping up those Attitudes

By MGySgt. George L. Bailey
6th MCD Contact Team

Our attitudes play a great role in how successful we are as a Marine, recruiter and life in general.

To a great extent, what attitudes we adopt are up to us. Many of us like to think we developed our attitudes through years of experience. We feel they cannot be changed. Human behavioral experts, on the other hand, believe differently. By adopting an attitude that may be at first strange to us, and by constantly practicing that attitude, it will become ingrained. In other words, you can change your attitudes. Let's look at the attitudes that lead to success in recruiting over the long haul.

Enthusiasm. Mostly everyone enjoys being around enthusiastic people. They add excitement to our lives. Try smiling every day and telling yourself what a great day it is, and see if it's not catchy. If you could have only one attitude about recruiting, this would be the one to wish for. Enthusiasm has closed more sales than we can dream of.

Persistence. Many recruiters say to themselves, "I can't be a pest," and give up on a prospect after one or two calls. Successful recruiters know it often takes five or more attempts. If you believe the Marine Corps is right for a person, you owe it to that person to be persistent.

Empathy. Get on the prospect's level. Put yourself in their place. Try to anticipate what the prospect might want and provide it without being asked. It will do wonders for your sales ratios.

Pride. Take pride in what you do. That's always a healthy attitude to exhibit. And it rubs off on others. They become proud of dealing with you. This leads to many referrals.

Trustworthiness. Prospects (and their parents) will entrust their future to a recruiter. They don't do such things lightly. By exhibiting the attitude that you are trustworthy, you'll gain more respect and contracts.

Dedication. This is a form of professionalism. It means you are dedicated to the prospects before and after they enlist. You aren't frivolous and you don't take their interest lightly.

Remember: The key ingredient in recruiting is people!

6th MCD NCOIC Course (3-91):
(First row, l-r) SSgt. M. Dellinger III (RS Orlando), SSgt. K. Savage, (RS Macon), SSgt. S. Clark (RS Montgomery), GySgt. S. Shearman (RS Macon), GySgt. R. Phifer (RS Macon)
(Second row, l-r) GySgt. J. Garcia (RS Nashville), GySgt. G. Kirkman (RS Nashville), GySgt. J. Herb (RS Macon), GySgt. R. Deane (RS Macon) and MSgt. C. Butcher Jr. (RS Ft. Lauderdale) (USMC photo by SSgt. Kenneth M. Dvorak)



Reaching Your Market

By Capt. Doug G. Olsen
*6th Marine Corps District
Recruitment Advertising Officer*

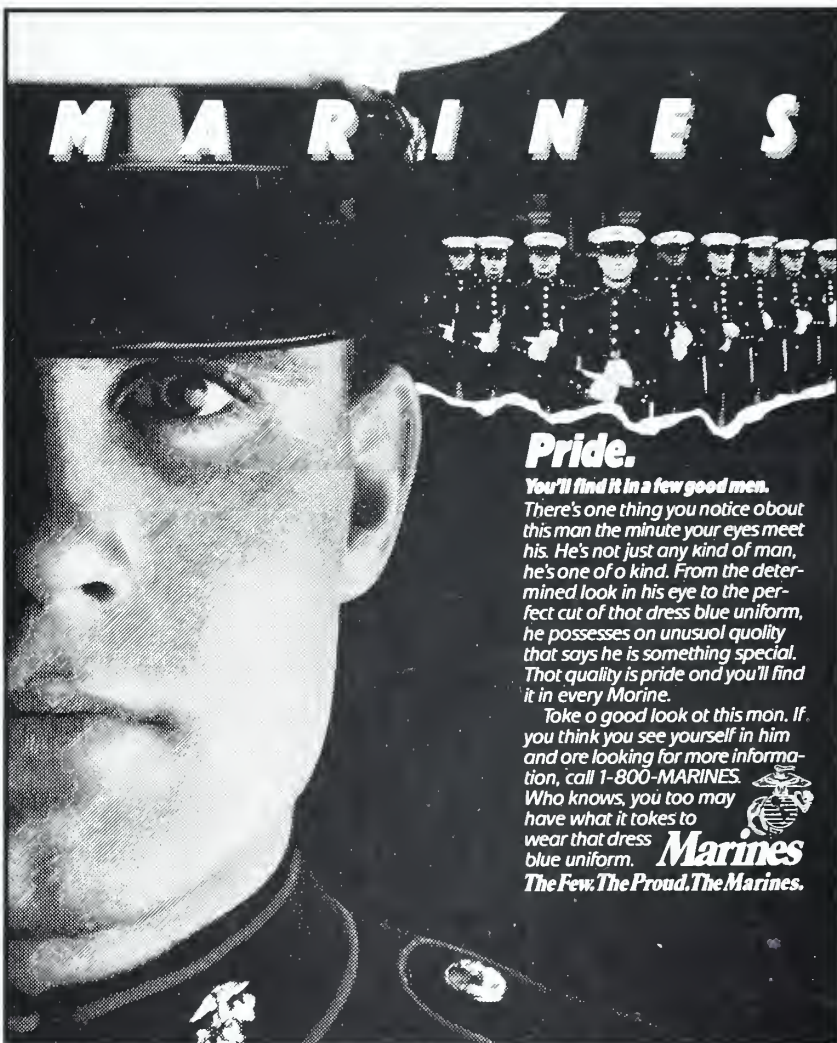
Now that we have leaped into the new school year, one of the Marine recruiter's immediate challenges is being the first to reach qualified students before the other services can get their foot in the door. One technique to effectively reach our high school audience is the "back door" approach. This entails promoting the Corps in the classrooms, hallways, auditoriums and homes of students without actual recruiter contact by using high school newspaper advertising.

You may ask... why use high school newspapers? I urge you to consider some interesting information. Teenagers spend more than 30 hours per week in school. In fact, high schools are the focal point of social and recreational activities for our student target market. School newspapers are circulated during school hours, making the medium the only non-academic (i.e. non-text/classroom learning periodical) to become part of the typical

9:00-3:00 classroom lifestyle. Furthermore, students read their high school newspaper together during free periods throughout the day and at home. The bottom line... high school newspapers offer recruiters the opportunity to cut through the clutter of commercial media to penetrate the influential teenage market.

During October, we will kick-off our high school newspaper advertising campaign throughout the District which

will be appearing in selected high schools for roughly two months. This campaign should serve as a major supporting arm in generating qualified leads and will benefit your contracting efforts. For more information on high school newspaper advertising, contact your RS Public Affairs/Advertising NCO.



MARINES

Pride.
You'll find it in a few good men.
There's one thing you notice about this man the minute your eyes meet his. He's not just any kind of man, he's one of a kind. From the determined look in his eye to the perfect cut of that dress blue uniform, he possesses an unusual quality that says he is something special. That quality is pride and you'll find it in every Marine.

Take a good look at this man. If you think you see yourself in him and are looking for more information, call 1-800-MARINES. Who knows, you too may have what it takes to wear that dress blue uniform.

Marines
The Few. The Proud. The Marines.

This advertisement will appear in selected high school newspapers during October and November.

Recruiter Honor Roll

10 Contracts

*Sgt. B. Jeffries, RSS Cocoa, Fla.

7 Contracts

*Sgt. J. Clark, RSS Burlington, N.C.

*Sgt. C. Johnson, RSS Jackson, Miss.

6 Contracts

GySgt. W. Smith, RSS Macon, Ga.

SSgt. D. Farren, RSS Sanford, Fla.

SSgt. C. Franco, RSS Jacksonville, N.C.

*SSgt. L. Farraccio, RSS Ft. Myers, Fla.

5 Contracts

MSgt. D. Klides, RSS Jackson, Tenn.

*SSgt. C. Patton, RSS Johnson City, Tenn.

Ssgt. J. Baronowski, RSS Fort Pierce, Fla.

SSgt. B. Renfroe, RSS W. Palm Beach, Fla.

*SSgt. A. Schwankert, RSS Spartanburg, S.C.

SSgt. J. Zink, RSS Lakeland, Fla.

SSgt. C. Chambers, RSS Columbus, Ga.

Sgt. R. Shine, RSS Ft. Pierce, Fla.

Sgt. L. Pineiro Jr., RSS Hialeah, Fla.

Sgt. R. Sumner Jr., RSS Asheville, N.C.

Sgt. J. Smith, RSS Brandon, Fla.

Sgt. M. Irvin, RSS Columbus, Ga.

Sgt. G. Lee, RSS Columbus, Ga.

Sgt. M. Bakanovic, RSS Pensacola, Fla.

4 Contracts

GySgt. H. Patton, RSS Jonesboro, Ga.

SSgt. T. Dennis, RSS Asheville, N.C.

SSgt. E. Guess Jr, RSS Jacksonville, N.C.

SSgt. T. Bond Jr, RSS Winston-Salem, N.C.

SSgt. J. Wiser, RSS Albany, Ga.

SSgt. J. Lindsey, RSS Tallahassee, Tenn.

SSgt. R. Smith, RSS Clearwater, Fla.

SSgt. McQuiston, RSS Kennesaw, Ga.

SSgt. L. Waligorski, RSS Greenville, S.C.

SSgt. J. Bell, RSS Savannah, Ga.

Sgt. D. Higgins, RSS Durham, N.C.

Sgt. D. Lyon, RSS Raleigh, N.C.

Sgt. T. Newkirk, RSS Greensboro, N.C.

Sgt. C. Shaeffer Jr, RSS Rocky Mount, N.C.

Sgt. K. Williams, RSS Winston-Salem, N.C.

Sgt. D. Hawkins, RSS Murfreesboro, Tenn.

Sgt. G. White, RSS Knoxville, Tenn.

Sgt. D. Tidwell, RSS Memphis, Tenn.

Sgt. H. Jones, RSS Albany, Ga.

*Sgt. E. Dewey, RSS Albany, Ga.

Sgt. R. Barnes, RSS Daytona Beach, Fla.

Sgt. D. Scott, RSS Gainesville, Fla.

Sgt. D. Wilkinson, RSS Jacksonville Beach, Fla.

Sgt. J. Thomas, RSS Valdosta, Ga.

Sgt. P. Dinsdale, RSS Gulfport, Miss.

Sgt. T. Szymanski, RSS Greenwood, Miss.

Sgt. J. Bounds, RSS Meridian, Miss.

Sgt. D. Acker, RSS Florence, S.C.

Sgt. W. Shropshire, RSS Kennesaw, Ga.

Sgt. M. Harvey, RSS Ft. Lauderdale, Fla.

Sgt. D. Walters, RSS Ft. Myers, Fla.

Sgt. D. Cowie, RSS Ft. Myers, Fla.

** Denotes Recruiter of the Month
(4 or more contracts per month)*



Recruiter of the Month

RS Nashville

SSgt. Charles Patton Jr. of RSS Johnson City , Tenn. wrote **five** contracts.

"I stay motivated."

Primary MOS: Infantry Platoon Sergeant
Hometown: Johnson City, Tenn.
Family: Wife, Carol, Charles III, 10, Leann, 9

RS Macon

SSgt. Albert H. Schwankert, Jr. of RSS Spartanburg, S.C. netted **five** contracts.

"Family support, good screening and teamwork."

Primary Mos: Tactical Air Defense Control.
Hometown: Toms River, N.J.
Family: Wife, Mary, Karina, 5 months.

RS Raleigh

Sgt. Jeffrey E. Clark of RSS Burlington, N.C. has sealed the title with **seven** contracts.

"I used my supporting arms, especially my recruiter aide."

Primary MOS: Criminal Investigator
Hometown: Brown City, Mich.
Family: Wife, Jennifer, Jade 6 months

RS Ft. Lauderdale

SSgt. Leo D. Fraraccio of RSS Ft. Myers, Fla. claimed the title by writing **six** contracts.

"Systematic Recruiting really works; I also had outstanding R&R training."

Primary MOS: Helicopter Mechanic
Hometown: Bricktown, N.J.
Family: Wife, Joanne

RS Orlando

Sgt. Boyd K. Jeffries of RSS Brandon, Fla. netted **10** contracts.

"I concentrated on my job and busted my ?!%#!"

Primary MOS: Unit Diary Clerk
Hometown: Brandon, Fla.
Family: Wife, Ana

RS Montgomery

Sgt. Claude A. Johnson of RSS Jackson, Miss. captured the title, netting **seven** contracts.

"I guess persistence paid off for me this month."

Primary Mos: Mortarman
Hometown: Goldsboro, N.C.
Family: Wife Carolyn, Shakira, 6, Brandon, 3

RS Jacksonville

Sgt. Edward Dewey of RSS Albany, Ga. closed with **four** contracts .

"Lots of motivation."

Primary MOS: Tank Mechanic
Hometown: Dixon, Ill.
Family: Wife Tammy, Winston, 4, Courtney, 1



***Congratulations on
a job well done!***

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